

## **Small Business In Focus**

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Small Business GWAC

Center

## Small Business GWAC Center

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## **Director's Corner**

Happy New Year to all!

The past few months have been filled with a tremendous amount of activities and opportunities through the launching of our new Dashboard and Pricing Tool.

The Dashboard provides GWAC task order data to assist with market research endeavors through easy-to-use dashboards. In addition, users may create customized reports that may be downloaded to serve their individual needs. The information provided allows industry partners to leverage GWAC data. It also allows federal customers to monitor their agency's use of GSA GWACs, respond to data calls and prepare for executive briefings.

The Pricing Tool allows customers to perform market research by identifying fully-burdened labor hour rates associated with the 8(a) STARS II GWAC. Users may filter data by constellation, functional area, industry partner, labor category, geographic locality, contract year, and government vs. contractor site.

These are just examples of ways that our GWAC program consistently engages in innovative thinking, transparency, and new ways of doing business in an effort to support industry partners and assist customers.

These tools may be accessed respectively at: <a href="mailto:gsa.gov/gwacdashboards">gsa.gov/gwacdashboards</a> and <a href="mailto:www.gsa.gov/8astars2">www.gsa.gov/8astars2</a>.

Our work is not done, and we still have much to accomplish in the coming year. I believe that with the help of all of you, we will continue to see success in our small business contracts as well as the small business community.

Thank you for helping us achieve a successful 2012, and we're looking forward to continued success in 2013.

Stephen Triplett

Director Small Business GWAC Center

"Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome while trying to succeed." Booker T. Washington

## **GWAC Training**

### **CPARS Training**

The 8(a) STARS II team conducted a Contractor Performance Assessment Reporting System (CPARS) webinar on October 23rd. The webinar provided an opportunity for the 8(a) STARS II team to brief industry partners on the CPARS system. Additionally, the team described how the system will be populated to reflect past performance and industry partner compliance. A question and answer session was conducted following the webinar.

#### **E-tools Training**

Lori Hanavan and Herman Lyons, business development specialists, conducted e-tools training for 8(a) STARS II industry partners on December 11th. The training covered e-tools available to industry partners to propel their success as industry partners. The webinar was attended by 160 industry partners.

#### 8(a) STARS II DPA Training

Lori Hanavan and Herman Lyons conducted 8(a) STARS II Delegation of Procurement Authority training on December 11th. Training topics included an overview of the contract, features and benefits, and accessing the GWAC. The webinar training was attended by 15 individuals representing 4 federal agencies.

### **VETS GWAC DPA Training**

Janna Babcock, contracting officer, and Jihyun Huyck, business development specialist, held Delegation of Procurement Authority (DPA) sessions on VETS GWAC on October 11th, November 15th and December 13th, via webinar. These sessions were attended by contracting officers from Defense Security Service, Air Force, Marine Corps and USDA. As a monthly VETS DPA webinar, the training introduced the VETS contract and explained its scope, advantages, ordering procedures and the contract's current mix of industry partners.

Future Small Business GWAC training sessions may be found on <a href="https://www.gsa.gov/events">www.gsa.gov/events</a> or by visiting <a href="https://www.gsa.gov/gwacs">www.gsa.gov/gwacs</a>.

#### **GWAC Training Goes Live On DAU**

The GSA GWACs Program has been working with the FAS Acquisition Management team and the DAU course developer, ASI Government, Inc. to develop online DPA courses for its contracts. As the result, all 4 GWAC courses have gone live on <a href="the Defense Acquisition University">the Defense Acquisition University</a> (DAU) website. With this, the GWACs Program has added another convenient option for customers to take the needed training for their delegation. The following are the course numbers and titles for all 4 GWAC online modules:

- <u>FAC 039</u> GSA's Governmentwide Acquisition Contracts (GWACs) for IT Services
- FAC 040 GSA VETS GWAC
- <u>FAC 041</u> GSA Alliant and Alliant Small Business GWACs
- FAC 042 GSA 8(a) STARS II GWAC

## **Small Business GWAC \$ales**

Total obligated order value as of December 31, 2012:

\* 8(a) STARS

\* 8(a) STARS II

Alliant Small Business

\* VETS

\$4,241,059,809.00 404,852,050.77 \$1,189,633,927.38

\$1,376,313,513.90

For additional sales data visit gsa.gov/gwacdashboards.

# Partnership Agreement Between The SBA And The GSA

The Small Business Administration (SBA) and the General Services Administration (GSA) have executed a new partnership agreement, replacing the former agreement that expired on September 30th, 2012. The new agreement includes GSA's authority to make direct awards under the SBA's "8(a)" program. Minor changes have been made, but none affect the original intent of the old partnership agreement. Although the new partnership agreement does not contain an expiration date, it does contain a termination provision for both parties.

Additional details are provided within the agreement.

# GSA Memo Supporting Use Of Existing Acquisition Vehicles

On September 27th, a GSA memorandum was established in support of internal acquisition vehicles. As the federal government's lead procurement organization, GSA employees are required to use existing GSA acquisition vehicles before establishing new contracts for similar products or services. Contract vehicles include the Federal Strategic Sourcing Initiative (FSSI), the Multiple Award Schedules (MAS), Governmentwide Acquisition Contracts (GWACs) and other multiple agency solutions.

### **Conferences And Events**

### **K.C. Small Business Networking Event**

The Kansas City Small Business Networking Event was held on Tuesday, November 6th at the Kauffman Conference Center, Kansas City, MO. Lisa Wolford of Client/Server Software Solutions, Inc., DBA:

CSSS.NET was a speaker on a panel that celebrated Veteran Owned Businesses. CSSS.net is an industry partner on the VETS GWAC (GS-06F-0512Z) in both functional areas and the 8(a) STARS II GWAC (GS-06F-0675Z) in all eight functional areas.

### **Technology Expo**

On November 8th, Janna Babcock, contracting officer, and Meredith Wassenberg, contract specialist, attended the Annual Technology Expo hosted by the United States Department of Agriculture (USDA), Office of the Chief Information Officer (OCIO), and National Information Technology Center (NITC). This event was held in the USDA's Beacon Building located in Kansas City, Missouri. Over 70 companies participated in the Expo, with many of them being industry partners of the GWAC Center.

# Selling To The Federal Government 101

### **Understanding The Rules**

Understanding the government's procurement rules is critical to your success as an industry partner. The Federal Acquisition Regulations (FAR) system is the principle set of rules that govern the U.S. Federal Government's procurement process. It is also known as the roadmap for doing business with the government.

The FAR is intended to provide uniform policies and procedures for acquisition by all executive agencies. The system consists of the FAR and agency acquisition regulations that implement or supplement the FAR.

When a government agency issues a solicitation, it will specify a list of FAR provisions that apply to the solicitation as well as clauses that will apply to the resulting contract. In order to be awarded a contract, an offeror/bidder must either comply with the provisions and clauses by demonstrating that it will be able to comply with them at the time of award, or claim an exemption from them.

The Federal Acquisition Regulatory Council, established by the Office of Federal Procurement Policy (OFPP) Amendments Act of 1988 (PL 100-679), is responsible for maintaining overview of and managing the FAR. It is chaired by the Administrator of OFPP. The other statutory members are the Procurement Executives of the Department of Defense (DoD), National Aeronautics and Space Administration (NASA), and GSA.

The FAR is Chapter 1 of Title 48 of the Code of Federal Regulations.

The FAR is composed of 53 parts organized under subchapters that generally follow the acquisition cycle:

- 1. Subchapter A General;
- Subchapter B Competition and Acquisition Planning;
- 3. Subchapter C Contracting Methods and Contract Types;
- 4. Subchapter D Socioeconomic Programs;
- Subchapter E General Contracting Requirements;
- Subchapter F Special Categories of Contracting;
- 7. Subchapter G Contract Management; and
- 8. Subchapter H Clauses and Forms;

Subchapter A has more information on the FAR System and administrative matters.

What are FACs?

When a FAR case has been completed and a change approved for publication, the change is issued as a Federal Acquisition Circular (FAC). FACs are numbered consecutively as issued and are keyed to the fiscal year edition of the FAR. FACs are available electronically at:

https://www.acquisition.gov/far/fac.html

Feel free to familiarize yourself with the FAR and FAC, to increase your opportunity for success as a SB-GWAC industry partner.

**Kudos And Accolades** 



Photo of Howard Innis

Howard Innis, 8(a) STARS contracting officer, received his 15 year pin for continued service to the Federal Government. Howard was a contracting officer for the Air Force early in his career, and has worked in the contracting capacity for various projects all over the world. He has been a member of the SB-GWAC Center since its inception in 1998, and has been instrumental in implementing FAR policies and best practices. He enjoys assisting in developing new contracting officers and has a passion in advocating for small businesses. Howard has trained hundreds of Federal personnel on the use of 8(a) STARS and its associated socioeconomic benefits. Howard's reputation as a small business contracting advocate has reached far beyond the Small Business GWAC Center. He is regularly contacted as an agency

expert for his vast knowledge of procurement policy, contract negotiations, and small business contracting.

His legacy of stressing the importance of small businesses utilization in the federal procurement process will extend far beyond his tenure at GSA.



## **VETS Ordering Guide**

The <u>VETS Ordering Guide</u> has been updated on the web, as the result of revisions made to the VETS GWAC FAR clauses.

Customers are encouraged to discard previous versions and download the most recent version that is currently posted.



## GSA Training And Expo Cancelled

After carefully reviewing the projected spending and attendance for this year's conference, GSA is suspending Expo for 2013, in an effort to use the resources responsibly and to deliver better value and savings for our government partners, our vendors, and the American people.

## Small Business GWAC Quiz

- 1. Which is not true about the GSA GWACs?
  - a. IT solutions contracts
  - b. Contract Access Fee exceeds 0.75%
  - Indefinite Delivery/Indefinite Quantity contracts
  - d. Streamlined ordering per FAR 16.505



Answer b.

## **Upcoming Events**

The Small Business GWAC Center participates in a variety of events throughout the year. Many events offer training on GSA's GWACs as well as networking opportunities for small business. Please monitor <a href="http://www.gsa.gov/sbgwac">http://www.gsa.gov/sbgwac</a> and <a href="http://www.gsa.gov/events">http://www.gsa.gov/sbgwac</a> and <a href="http://www.gsa.gov/events">http://www.gsa.gov/sbgwac</a> and <a href="http://www.gsa.gov/events">http://www.gsa.gov/events</a> for updates.

Date	Event/URL	Location
March 7, 2013	VETS Industry Partner Meeting	Kansas City, MO
March 13, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
March 20, 2013	Doing Business with GSA	San Jose, CA
March 20, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
March 21, 2013	Doing Business with GSA	Long Beach, CA
March 27, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
April 3, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
April 9, 2013	8(a) STARS II GWAC DPA Training	Webinar
April 10, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
April 11, 2013	ACT-IAC Small Business Conference	Washington, D.C.
April 11, 2013	VETS DPA Training	Webinar
April 25, 2013	OSDBU Procurement Conference	Washington, D.C.
June 10, 2013	Veteran Entrepreneur Training Symposium	Reno, NV